

To: Piscitelli, J, 1800 - Cincinnati Region (SCHLENM), 1700 - Pittsburgh Region,
1600 - Buffalo Region (BURRELL), 1300 - Philadelphia Region (SWEETD),
1200 - New York Region (SCULLYA), 1100 - Boston Region (KERSHON)
From: S=1000 - North East Sales Area; O=msmail; P=rjrt; A=rjrx400; C=us
Posted: 2/24/97 19:07
Opened: 2/24/97 14:59
Subject: SALES AREA OUTING LIST

INVITATIONS WERE SENT FRIDAY, 2/21/97.

[[Potentia.rtf : 3584 in Potentia.rtf]]

US OPEN
ED/RITA

1. Charlie ISZARD	Hess
2 Herb L.	CSD
3 Mark L.	CSD
4 Jeff O'Connor	Glickin
5 Jeffrey Michelson	Glickin
6 Bob Page	Quick Check
7. John Dirkin	Twin-C.
8. Mike Maslin	

51842 4708

Invitation Tracking for:

Cust Mtg - NESA (G)

6/22/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
Yes	Y	Frank Bellavia	Vice President-Operations	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691			94			Bill Ro
Yes	P	Chris Walsh	Director of Merchandising	7-Eleven (Southland)	Willow Grove	PA	610-672-5711		A	500		1	Jay Lof
Yes	P	Albert Guarnieri	Owner	Albert Guarnieri & Co.	Warren	PA	216-393-6603			0	174		Peter S
Yes	P	Charlie Iszard	Category Manager	Amerada Hess Corporation	Woodbridge	NJ	908-750-6000			0		21	Jim Pis
Yes	P	Ed Krimmer	General Manager - Best To	Anchor Cigar & Candy Co.	Youngstown	OH	216-744-4443			0			Peter S
Yes	P	Robert Bartoli	General Manager	Anchor Cigar & Candy Co.	Youngstown	OH	216-744-4443			1			Peter S
Yes	P	Robert M. Sincovich	Vice President-Sales/Mark	Charles M. Sledd Company	Wheeling	WV	304-243-1820		A	0			Peter S
Yes	P	Sal Pultia	Director of Merchandising	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150		57	Rich Ka
Yes	P	James Clemens	Director of Maintenance	Clemens Markets	Kulpsville	PA			B	15			Jay Lof
Yes	P	Mark Miller	Region Vice President-Mar	Coastal Mart, Inc.	Westville	NJ	609-853-3183		B	183		23	Jay Lof
Yes	P	Herb Lefkowitz	President	Consolidated Simon Distributors	Union	NJ	908-687-5800			0			Mark Yo
Yes	P	Mark Lefkowitz	Vice President	Consolidated Simon Distributors	Union	NJ	908-687-5800			0	302		Mark Yo
Yes	P	Paul Lewis	Vice President	Country Fair	Erie	PA	814-898-1111		A	70		62	Peter S
Yes	P	Al McKay	Director of Marketing	Cumberland Farms, Inc.	Canton	MA	617-828-4900		A	950	43	11	Jim Pis

6042 27815

Yes	P	Ned Moore	President/Owner	D. Deodati Wholesale	Philadelphia	PA	215-483-6342		0		Jay Lof
Yes	P	Jeffrey Leedy	Director of Marketing	Dairy Mart Convenience Stores, In	Enfield	CT	860-741-4444	A	900	14	Jim Pis
Yes	P	Rich Frank	Director of Marketing	Dairy Mart Convenience Stores, In	Enfield	CT	860-741-4536	A	900	14	Jim Pis
Yes	P	John Derigo	President/Owner	Derigo Sales, Inc.	Buffalo	NY	716-834-7578		0	417	Bill Ro
Yes	P	Tony Siciliano	President	Empire Candy & Tobacco	Pearl River	NY	914-735-2282	A	0		Mark Yo
Yes	P	James Lattner	Division President	Fleming Foods-Altoona Division	Altoona	PA	814-944-9374	A	0	35	Peter S
Yes	P	Keith Black	Director of Merchandising	Fleming Foods-Altoona Division	Altoona	PA	814-944-9374	A	0	35	Peter S
Yes	P	John Poulakis	Vice President-Sales	Garber Brothers, Inc.	Stoughton	MA	617-341-0800		0		Rich Ka
Yes	P	Mike D'Ortenzio	Director of Sales	Garber Brothers, Inc.	Stoughton	MA	617-341-0800		0		Rich Ka
Yes	P	Dennis Zitello	Category Manager	Giant Eagle Markets	Pittsburgh	PA	412-963-6200				Peter S
Yes	P	Jeff O'Connor	Sales Manager	Glikin Brothers, Inc.	Newark	NJ	908-344-0500	B	0		Mark Yo

24-Feb-97

Region: 1000

Page 1 of 3

0174 24815

Invitation Tracking for:
Cust Mtg - NESA (G)
6/22/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
Yes	P	Jeffrey Michelson	President	Glikin Brothers, Inc.	Newark	NJ	201-344-0500			0			Mark Yo
Yes	P	Leonard Schwartz	President	Globe	Brooklyn	NY			A	0	203		Mark Yo
Yes	P	Michael Button	Owner/President	Herkimer Wholesale Co., Inc.	Utica	NY	315-793-3440			0			Bill Ro
Yes	P	Joe Gatta	President/Owner	J. Gatta & Sons	Philadelphia	PA	215-462-6323			0			Jay Lo
Yes	P	Jack Stull	Vice President-Sales	Joseph H. Stomel & Sons	West Berlin	NJ	609-768-9772			0			Jay Lo
Yes	P	Gregg T. Wellinghoff	Owner/CEO	Keitson-Dayton Company	Dayton	OH	513-236-1070			0			Larry P
Yes	P	Mike Jack	Drug/GM Merchandiser	Kroger - Cincinnati Division	Cincinnati	OH	513-782-3301						Larry P
Yes	P	Donald Becker	Vice President - Merchand	Kroger Co. (Central Div.)	Indianapolis	IN	317-579-8441			0		3	Larry P
Yes	P	Robert J. Hodge	President, Cincinnati/Day	Kroger Co. (Corp.)	Cincinnati	OH	513-782-3301			96		3	Larry P
Yes	P	Thomas K. Zucca	Exec. Vice President/Gene	L. J. Zucca Inc.	Vineland	NJ	609-692-7425			0	290		Jay Lo
Yes	P	Dave Marsh	Director - Lo Bills	Marsh Supermarkets, Inc.	Indianapolis	IN	317-594-2641			89		29	Jim Pis
Yes	P	Arthur Marsh	Vice President - Marketin	Marsh Supermarkets, Inc.	Indianapolis	IN	317-594-2452			89		29	Jim Pis
Yes	P	Don Despoi	President	McLane - Cumberland	Nicholsville	KY	800-457-2561			0	1		Larry P
Yes	P	Howard Quoss	President	McLane Northeast	Baldwinsville	NY	315-638-7500			0	216		Bill Ro

51842 4711

Yes	P	Wayne Jones	Vice President/General Ma	Miller & Hartman Companies, Inc.	Leitchfield	KY	502-259-9341	A	0			Larry P
Yes	P	Jerry Ray	Vice President	Modern Distributing Company, Inc.	Somerset	KY	606-679-1178					Larry P
Yes	P	John MacDougall	President/CEO	Nice-N-Easy Grocery Shoppes, Inc.	Canastota	NY	315-697-2287	A	95			Bill Ro
Yes	P	Frank Borer	President	Petr-All Petroleum Corp. dba Expr	DeWitt	NY	315-446-0125		41			Bill Ro
Yes	P	Paul Auger	Vice President - Operatio	Pine State Tobacco & Candy Co.	Augusta	ME	207-622-3741	A	52	100		Rich Ka
Yes	P	Jim Mickunas	Director Marketing	Ports Petroleum/dba Fuel Mart	Wooster	OH	800-562-0373					Peter S
Yes	P	Robert N. Page	President	Quick Chek Food Stores, Inc.	Whitehouse St	NJ	908-534-2200	A	100		47	Mark Yo
Yes	P	Rich Hunziker	Sr. Buyer	Revco Drug Stores, Inc.	Twinsburg	OH	216-425-9811					Peter S
Yes	P	Phil Arnone	Executive Vice President	Riser Foods	Bedford Heigh	OH	216-292-7000	A	37		52	Peter S
Yes	P	Larry Ammons	President	Riverside Bi-Lo Foods	Dubois	PA	814-375-2806	A	94	69	38	Peter S
Yes	P	Scott Hartman	Vice President-Operations	Rutter's Farm Stores	York	PA	717-848-9827	A	54			Peter S

24-Feb-97

Region: 1000

Page 2 of 3

51842 4712

Invitation Tracking for:

Cust Mtg - NESA (G)

6/22/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
Yes	P	Dave Hazelet	Director-Marketing	Sheetz, Inc.	Altoona	PA	814-941-5208			0			Jim Pis
Yes	P	Mary McCombs	Product Manager	Sheetz, Inc.	Altoona	PA	814-946-3611						Jim Pis
Yes	P	Ed Rubin	Owner	Stahward, Inc.	Trenton	NJ	609-345-2246			0	220		Jay Lof
Yes	P	Abe Huberman	President	Starkman Distributors	Atlantic City	NJ	609-345-2246			0			Jay Lof
Yes	P	Rick Dunn	Vice President-Plant Oper	Stewart's Market	Saratoga Spr	NY	518-581-1300			255		58	Bill Ro
Yes	P	Joe Telecan	Sales Promotion Manager-C	Sun Company, Inc.	Philadelphia	PA	215-977-3000		A	840	18		Jim Pis
Yes	P	John Steele	Sales Promotion Manager	Sun Company, Inc.	Philadelphia	PA	215-246-8830		A	500		18	Jim Pis
Yes	P	Lesley Douglas	Dir. Category Management	SuperAmerica Group, Inc.	Lexington	KY	606-357-2888		A	600		9	Larry P
Yes	P	Charlie Fitzgibbons	Vice President	Tedeschi Food Shops, Inc.	Rockland	MA	617-878-8210		A	134			Rich Ka
Yes	P	Ron Bowers	President	The Pantry, Inc.	Clarksburg	WV	302-624-4000		A	27		30	Peter S
Yes	P	Kyle Williams	Director-Merchandising	Thornton Oil Corporation	Louisville	KY	502-425-8022		A	97		48	Larry P
Yes	P	David Han	President	Triple C Wholesale	Baltimore	MD	410-889-5788			0	213		Jay Lof
Yes	P	David R. Cook	President	Turkey Hill Minit Markets, A Dill	Lancaster	PA	717-299-8908		A	222		36	Jay Lof
Yes	P	John Durkin	Vice President-Store Oper	Twin County Grocers/Food Town	Edison	NJ	908-287-4600		B	75			Mark Yo

51842 4713

Yes	P	Bill Llewellyn	Director-Marketing	Uni-Marts, Inc.	State College	PA	814-234-6000	A	416	35	Peter S
Yes	P	Clifford Brazie	Director-Merchandising	United Refining Co. of PA	Warren	PA	814-726-4828		343		Bill Ro
Yes	P	Paul Rankin	Assistant Vice President-	United Refining Co. of Pa	Warren	PA	814-726-4829		343		Bill Ro
Yes	P	John Deodati	President/Owner	United Wholesale	Philadelphia	PA	215-335-1020		0	263	Jay Lof
Yes	P	Gary Kaley	Marketing Manager	Village Pantry	Indianapolis	IN	317-594-2100				Larry P
Yes	P	Greg Schrand	President	Waco Oil	Covington	KY	606-581-9226	A	20		Larry P
Yes	P	Phil Robinson	President	Walker Oil	Nottingham	PA	610-932-8524	A	15		Jay Lof
Yes	P	Bob Dawson	Product Planning Manager	Wawa, Inc.	Wawa	PA	610-358-8858		550		Jim Pis

24-Feb-97

Region: 1000

Page 3 of 3

51842 4714

Invitation Tracking for:
The Masters (1st)
4/7/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Prior	Stores	Vol Rank	Nat'l	Region
Yes	Y	Donald C. Copps	Executive Vice President,	Copps Corporation	Stevens Point	WI	715-345-8210		A	23	440		6300
Yes	Y	Al Palma	Executive Vice President/	Eby-Brown Company	Naperville	IL	708-778-2800		A	23000	2		6200
Yes	Y	William Kaiser	President/COO	F.A. Davis & Sons, Inc.	Baltimore	MD	410-360-6000		A	0			2900
Yes	Y	W.B. McCarty	Chairman of the Board & C	JFM, Incorporated	Jackson	MS	601-987-0100		A	256			2600
Yes	Y	C. Alan Marsh	Vice Chairman	Marsh Supermarkets, Inc. dba Villa	Indianapolis	IN	317-594-2521			186		44	1800
Yes	Y	Richard Mione	Director of Merchandising	Scotchman Stores	Wilmington	NC	919-395-1020			0			2100
Yes	Y	Robert Sheetz	Vice Chairman	Sheetz, Inc.	Altoona	PA	814-941-5241		A	184			1700
Yes	Y	Mike Rodgers	Vice President Sales/Plan	Thomson Oil Corporation	Louisville	KY	502-425-8022		A	97		48	1800
Yes	Y	Greg Mitchell	President & CEO	Toot 'n Totum Food Stores	Amarillo	TX	806-373-4351		A	66			5800
Yes	Y	Howard Romines	Exec. Vice President	Uni-Marts, Inc.	State College	PA	814-234-6000		A	416		35	1700
Yes	P	Leon Marlow	Vice President - Marketin	Emro Marketing Company	Springfield	OH	513-864-3000			1700		2	1800
Yes	P	Michael Julian	CEO	Farm Fresh, Inc.	Norfolk	VA	757-480-6801		A	54			2900
Yes	P	Don Peterson	Director-Marketing	Fleming/Marshfield	Marshfield	WI	715-384-3191		A	0		35	6300
Yes	P	Steve Shing	Corp. Vice President-Purc	GSC Enterprises, Inc.	Sulphur Sprin	TX	800-231-1938		A	0	12		2600

51842 4715

Yes	P	Mark Davenport	Chief Operating Officer	J.T. Davenport & Sons, Inc.	Sanford	NC	919-774-9444	A	0		2100
Yes	P	Leo J. Pound	CFO	Joseph H. Stomel & Sons	West Berlin	NJ	609-768-9772		0	22	1300
Yes	P	Jerry Tomasko	Manager - Merchandising	MAPCO Petroleum, Inc.	Nashville	TN	615-367-3120		0	19	6900
Yes	P	Stephen Moran	Director of Business Ente	Reno-Sparks Indian Colony	Reno	NV	702-329-2936		4		5100
Yes	N	Bill Loneman	Director of Marketing	Baker's Supermarkets	Omaha	NE	402-495-9841	A	18		6600
Yes	N	Stephen Zubrod	Vice President, Marketing	Baker's Supermarkets	Omaha	NE	402-397-4321	A	18		6600
Yes	N	A. Paul Owen	Owner/Cigt. Buyer	Chambers & Owen, Inc.	Janesville	WI	608-752-7865	A	1000	53	6300
Yes	N	J. Michael Walsh	Sr. Vice President-U.S. D	Core-Mark International	So. San Franc	CA	415-589-9445		0		5100
Yes	N	Ted Varner	President	CSDC	Richmond	IN	800-428-6513		0	44	1800
Yes	N	Edward S. Dunn, Jr.	President	Harris Teeter, Inc.	Charlotte	NC	704-845-3104	B	142	30	2100
Yes	N	Glenn Keller	President/CEO	Oasis Markets	Eagan	MN	612-452-9161	A	72		6300

24-Feb-97

Region: ALL

Page 1 of 3

51842 4716

Invitation Tracking for:
The Masters (1st)
4/7/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
Yes	N	Roger M. Laverly	President/COO/CEO	Smart & Final Stores, Inc.	Los Angeles	CA	213-589-1064		A	158	222	17	5400
Yes	N	Pete Sodini	Chief Operating Officer	The Pantry, Inc.	Sanford	NC	919-774-6700		A	400		30	2100
Yes	N	Howard Stoeckel	Executive Vice President	Wawa, Inc.	Wawa	PA	610-358-8034		A	525	27		1300
Yes	N	Richard D. Wood, Jr.	President & CEO	Wawa, Inc.	Wawa	PA	610-358-8047		A	550			1300
No	P	David Ball	Store Director	Bel's Supermarkets	Kansas City	KS	913-321-4223			19			6600
No	P	Mike Marotte	Director of Category Adv	Bi-Lo, Inc.	Mauldin	SC	864-234-1800		A	265			2100
No	P	Tom Smith	Category Manager	Bi-Lo, Inc.	Mauldin	SC	864-987-8435		A	265			2100
No	P	Bob Hood	Vice President-Marketing	Casey's Gen'l Stores, Inc.	Ankeny	IA	515-965-6219		A	1000	76	10	6200
No	P	Marty Williams	Vice President-Marketing	Country Cupboard Food Stores, Inc	Dawsonville	GA	706-216-3261		A	54			2200
No	P	Steven J. Kidd	Cigarette Category Manage	Emro Marketing Company	Enon	OH	513-864-3000			1700		2	1800
No	P	Richard White	President	Gas America	Shirley	IN	317-737-6501			46		68	1800
No	P	Charles Genuardi	President	Genuardi Family Markets	Norristown	PA	610-277-6000		A	35			1300
No	P	Duff Thompson	Executive Vice President-	Gil'n Go, Inc.	Tulsa	OK	918-250-0200		A	104			6600
No	P	John Heutler	Owner	Go Mart Stores, Inc.	Gessaway	WV	304-364-8000		A	83			2900

47182 2885

24-Feb-97		Region: ALL										Page 2 of 3	
No	P	Paul Warren	President	Grocery Supply Company - Southeast	Panacola	FL	904-438-9651	A	0			2200	
No	P	Richard Gummer	President	Gummer Wholesale Co.	Heath	OH	614-928-0415		0			1800	
No	P	Jon Lassus	President	Lassus Bros. Oil, Inc./Hardy Dand	Ft. Wayne	IN	219-436-1415	A	29			6700	
No	P	Lee Zuber	Vice President-Operations	Lt Cricket	Spartanburg	SC	864-503-0258		0			2100	
No	P	Arthur Marsh	Vice President - Marketing	Marsh Supermarkets, Inc.	Indianapolis	IN	317-594-2452		89			29	Jim Pts
No	P	John Brown, III	President & CEO	Miller & Hartman Companies, Inc.	Lancaster	PA	717-397-8261	A	0	19		1300	
No	P	David M. Zaborski	Director of Marketing	Miller Enterprises, Inc. dba Hand	Crescent City	FL	904-698-3208	A	116	70		2300	
No	P	Bill Ray	President	Modern Distributing Company, Inc.	Somerset	KY	606-679-1178		0	98		1800	
No	P	Rick Flaks	Vice President	S.R. Flaks Company	Colorado Spr	CO	719-471-0820		0			8600	
No	P	Tom Bonfiglio	Category Manager	Southland Corporation	Dallas	TX	214-828-7515		5500				
No	P	Robert L. Beaman	Executive Vice President	Stallings Oil Company, Inc.	Rocky Mount	NC	919-937-6184		44			2900	

Invitation Tracking for:

The Masters (1st)

4/7/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
No	P	Tony Speiser	President	Texor Petroleum	Riverside	IL	708-447-1999		A	10			6200
No	P	Kyle Williams	Director-Merchandising	Thornton Oil Corporation	Louisville	KY	502-425-8022		A	97		48	Larry P
No	P	David R. Cook	President	Turkey Hill Mint Markets, A Dill	Lancaster	PA	717-299-8908		A	222		36	Jay Lof
No	P	Hal Adams	Sr. Category Mgr. (Cigare	Ultramar Diamond Shamrock	San Antonio	TX	210-641-8669		A	1500		5	5800

24-Feb-97

Region: ALL

Page 3 of 3

51842 4719

Invitation Tracking for:

NCAA Final Four

3/28/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Prior	Stores	Vol Rank	Nat'l	Region
Yes	P	Harold Garber	President & CEO	Garber Brothers, Inc.	Stoughton	MA	617-341-0800		A	30	55		1100
Yes	N	Gary Buroker	Vice President - Marketin	Emro Marketing Company	Springfield	OH	513-864-3000			1700		2	1800
Yes	N	Fred M. Higgins	CEO	Mini Mart Foods, Inc.	Bowling Green	KY	502-781-3378		A	100			1800
Yes	N	Jerry Maxwell	Sr. Vice President-Store	SuperAmerica Group, Inc.	Lexington	KY	606-357-2303		A	600		9	1800
No	P	Charles Canning	President	Pine State Tobacco & Candy Co.	Augusta	ME	207-622-3741		A	52	100		1100
No	P	Scott Hartman	Vice President-Operations	Rutter's Farm Stores	York	PA	717-848-9827		A	54			Peter S

24-Feb-97

Region: 1000

Page 1 of 1

51842 4720

Invitation Tracking for: **NACS Ldrshp.Assem.-Brd.Dinner** **3/7/97**

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
Yes	Y	Frank Colaccino	President	Colvest Group	Windsor	CT	860-688-3667		A	0			1100
Yes	Y	Gus Olympidis	CEO	Family Express Corporation	Valparaiso	IN	219-462-0144	Beth	A	21			6200
Yes	Y	Wilfred L. Iandoli	President & CEO	Honey Farms, Inc.	Worcester	MA	508-753-7678	Bette	B	37			1100
Yes	Y	C. Alan Marsh	Vice Chairman	Marsh Supermarkets, Inc dba Villa	Indianapolis	IN	317-594-2521			186		44	1800
Yes	Y	Fred M. Higgins	CEO	Minit Mart Foods, Inc.	Bowling Green	KY	502-781-3378	Jamie	A	100			1800
Yes	Y	John MacDougall	President/CEO	Nice-N-Easy Grocery Shoppes, Inc.	Canastota	NY	315-697-2287	Elaine	A	95			Bill Ro
Yes	Y	Dean C. Durling	Vice Chairman	Quick Chek Food Stores, Inc.	Whitehouse St	NJ	908-534-2200	Elizabeth	A	100		47	1200
Yes	Y	Stanton Sheetz	President/CEO	Sheetz, Inc.	Altoona	PA	814-941-5148	Susan Stang	A	184		10	1700
Yes	Y	Stephen G. Sheetz	Chairman	Sheetz, Inc.	Altoona	PA	814-941-5148	Nancy	A	184		10	1700
Yes	Y	John F. Pettus	President	SuperAmerica Group, Inc.	Lexington	KY	606-357-2076	Anita	A	600		9	1800
Yes	Y	Robert G. Gordon	President/CEO	The Store 24, Inc.	Waltham	MA	617-891-8880	Donis	A	86			1100
Yes	Y	Charles Markham	President/COO	Uni-Marts, Inc.	State College	PA	814-234-6000	Claire	A	416		35	1700
Yes	Y	Richard D. Wood, Jr.	President & CEO	Wawa, Inc.	Wawa	PA	610-358-8047	Jean	A	550			1300

24-Feb-97

Region: 1000

Page 1 of 1

1224 25815

Invitation Tracking for: **NACS Ldrshp Assem-Golf (3/8)** **3/8/97**

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Prior	Stores	Vol Rank	Nat'l	Region
Yes	Y	Robert Sheetz	Vice Chairman	Sheetz, Inc.	Altoona	PA	814-941-5241		A	184			1700
Yes	Y	Stephen G. Sheetz	Chairman	Sheetz, Inc.	Altoona	PA	814-941-5148		A	184		10	1700
Yes	Y	Richard D. Wood, Jr.	President & CEO	Wawa, Inc.	Wawa	PA	610-358-8047	Jean	A	550			1300
Yes	P	Gary Buroker	Vice President - Marketin	Emro Marketing Company	Springfield	OH	513-864-3000			1700		2	1800
Yes	P	Bob Iezzi	Vice President-Merchandise	Thornton Oil Corporation	Louisville	KY	502-425-8022		A	97		48	1800
Yes	N	Fred M. Higgins	CEO	Mini Mart Foods, Inc.	Bowling Green	KY	502-781-3378	Jamie	A	100			1800
Yes	N	Stanton Sheetz	President/CEO	Sheetz, Inc.	Altoona	PA	814-941-5148		A	184		10	1700
Yes	N	Charles Markham	President/COO	Uni-Marts, Inc.	State College	PA	814-234-6000	Claire	A	416		35	1700

24-Feb-97

Region: 1000

Page 1 of 1

51842 4722

Invitation Tracking for: **NACS Ldrshp Assem-Golf (3/10)** **3/10/97**

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Prior	Stores	Vol Rank	Nat'l	Region
Yes	Y	Rick Lawlor	Director of C-Store Opera	Amerada Hess Corporation	Woodbridge	NJ	908-750-6000			0		21	1300
Yes	Y	C. Alan Marsh	Vice Chairman	Marsh Supermarkets, Inc. dba Villa	Indianapolis	IN	317-594-2521			186		44	1800
Yes	Y	John MacDougall	President/CEO	Nice-N-Easy Grocery Shoppes, Inc.	Canastota	NY	315-697-2287		A	95			Bill Ro
Yes	Y	Kevin Fox	President	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691	Paula		94			1600
Yes	Y	Richard D. Wood, Jr.	President & CEO	Wawa, Inc.	Wawa	PA	610-358-8047	Jean	A	550			1300
Yes	N	Borden Walker	Sr. Vice President Retail	Amerada Hess Corporation	Woodbridge	NJ	908-750-6000			0		21	1300
Yes	N	Jack Burdett	Director, Brand Managemen	BP Oil Company	Cleveland	OH	216-586-4222		A	550		22	1700
Yes	N	Nancy Heinen	Mgr., Marketing Developme	BP Oil Company	Cleveland	OH	216-586-3523		A	550		22	1700
Yes	N	Christy Mihos	President & CEO	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150		57	1100
Yes	N	Paul Ebner	Vice President, Marketing	Crown Central Petroleum Corp.	Baltimore	MD	410-539-7400			0		33	
Yes	N	Alan Reeves	President	Jr. Food Stores, Inc.	Bowling Green	KY	502-781-6863		A	51			1800
Yes	N	Dean C. Durling	Vice Chairman	Quick Chek Food Stores, Inc.	Whitehouse St	NJ	908-534-2200		A	100		47	1200
Yes	N	Robert N. Page	President	Quick Chek Food Stores, Inc.	Whitehouse St	NJ	908-534-2200		A	100		47	Mark Yo
Yes	N	Stewart E. Hartman, J	President	Rutter's Farm Stores	York	PA	717-848-9827		A	54			1700

51842 4723

Yes	N	Scott Hartman	Vice President-Operations	Rutter's Farm Stores	York	PA	717-848-9827	A	54		Peter S
Yes	N	Rick Sloan	Director of Marketing	Sun Company, Inc.	Philadelphia	PA	215-246-8195	A	725	18	1300
Yes	N	Charles Markham	President/COO	Uni-Marts, Inc.	State College	PA	814-234-6000	A	416	35	1700

24-Feb-97

Region: 1000

Page 1 of 1

51842 4724

To: Piscitelli, J, 1800 - Cincinnati Region (SCHLENM), 1700 - Pittsburgh Region,
1600 - Buffalo Region (BURRELL), 1300 - Philadelphia Region (SWEETD),
1200 - New York Region (SCULLYA), 1100 - Boston Region (KERSHON)
From: S=1000 - North East Sales Area; O=msmail; P=rjrt; A=rjrx400; C=us
Posted: 2/24/97 19:12
Opened: 2/24/97 15:01
Subject: VIP FISHING TRIP LIST

INVITATIONS JUST WENT OUT FOR THIS EVENT TO BE HELD IN AUGUST.

[[Potentia.rtf : 3630 in Potentia.rtf]]

51842 4725

Invitation Tracking for:

VIP Fishing Trip

8/15/97

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Priori	Stores	Vol Rank	Nat'l	Region
Yes	P	Jeff Polep	President	J. Polep Distribution Services	Chicopee	MA	413-592-4141		A	77			1100
Yes	P	Ronald Walicki	President/COO	Marsh Supermarkets, Inc. dba Villa	Indianapolis	IN	317-594-2100			186		44	1800
Yes	P	Charlie Runyon	Vice President & Gen. Mgr	SuperAmerica Group, Inc./Rich Oil	Lexington	KY	614-532-9145		A	600		9	1800
Yes	P	Greg Tripi	Vice President - Purchasi	Tripfoods, Inc.	Buffalo	NY	716-853-7400			0			1600
No	P	Steven DeVary	Category Manager	SuperAmerica Group, Inc.	Lexington	KY	606-357-2886		A	600		9	1800

24-Feb-97

Region: 1000

Page 1 of 1

51842 4726

*Send st/local consent.
Trade show to DLW ✓
+ cost E-Mailed
to DLW
12/16/94*

CUSTOMER INVITATION GUIDELINES

I. Sales Area Golf Outing

<u>Strategy:</u>	<p>Division/regional level management within a major wholesale account that do not participate in other RJR entertainment events, i.e., Eby Brown, McLane, H. T. Hackney, GSC, etc.,</p> <p>Division/regional level management within a major c-store/cigarette outlet chain that do not participate in other RJRT entertainment events, i.e., Southland, ARCO, SuperAmerica, Emro, Circle K, Coastal, etc.</p> <p>Owners, presidents and vice presidents of c-store chains/cigarette outlet type locations – target range on chains should be 20+ stores with exception of high volume and high impact player in the marketplace.</p> <p>Supermarket/drug chains should be invited on an exception basis with consideration of category support, volume potential and high impact player in the marketplace.</p>
<u>Note:</u>	<p>Emphasis on "first time" attendees within chains described, i.e., McLane division VP marketing, VP sales or division/regional mgr., category mgr. within a major c-store.</p>

II. All Other Customer Entertainment: (Couples Outings, Masters, Final Four, Super Bowl, Las Vegas Sr. Classic and Vantage Championship)

<u>Strategy:</u>	<p>Sr. management level within the top 150 retail chains based on national ranking and top 100 direct accounts based on volume growth potential and category support.</p> <p>Chain/customer selection will be assigned and prioritized as follows:</p> <ol style="list-style-type: none">1. Accounts assigned to Account Executives2. All other accounts within each Sales Area and prioritized by the Sales Area Office.
-------------------------	--

Invitation Tracking for:
Las Vegas Sr Classic
4/21/97
51842 4728

Invite	Accepted	Name	Title	Company	City	State	Phone	Guest	Prior	Stores	Vol Rank	Net	Region
Yes	Y	William Polvin	President	Auburn Merchandise Distributors	Whitinsville	MA	508-234-9000		A	0	90		1100
Yes	Y	Michael Auld	Vice President - Marketin	Certified Oil Company	Columbus	OH	614-421-7500			138			1800
Yes	P	John MacDonald	Senior Vice President	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150		57	1100
Yes	P	William Holsworth	President/CEO	First Natl./Finest Supermarkets	Maple Heights	OH	216-587-7100		B	44		7	1700
Yes	P	Robert N. Page	President	Quick Chek Food Stores, Inc.	Whitehouse St	NJ	908-534-2200		A	100		47	Mark Yo
Yes	P	Charlie Sheetz	Vice President-Human Reso	Sheetz, Inc.	Altoona	PA	814-946-5212		A	184		10	1700
Yes	P	Philip Saunders	Owner/CEO	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691			94			1600
Yes	P	Jim McGuire	Vice President-Store Oper	Twin County Grocers	Edison	NJ	980-287-4600		A	75	317		1200
Yes	N	Rick Lawlor	Director of C-Store Opera	Amerada Hess Corporation	Woodbridge	NJ	908-750-6000			0		21	1300
Yes	N	Patrick McKeown	Director of Marketing	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150		57	1100
Yes	N	Raymond Burgo	President	Giant Eagle Markets	Pittsburgh	PA	412-963-2560		A	131		10	1700
Yes	N	Louie Sheetz	Vice President, Marketing	Sheetz, Inc.	Altoona	PA	814-946-5241		A	184		10	1700

24-Feb-97
Region: 1000
Page 1 of 1

III. Top-To-Top Meetings/Optional Customer Entertainment

Strategy:	Chain-specific retail/wholesale accounts identified and approved by Area Vice Presidents
------------------	--

DWANE READE —

ANDRON —

LENNY SCHWARTZ
GLOBE - President

51842 4730

Invitation Tracking for: Cust Mtg - NESA (G) 6/22/97

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Nat'l Rank	Region
No	P	Chris Walsh	Director of Merchandising	7-Eleven (Southland)	Willow Grove	PA	610-672-5711		A	500		1	1300
✓ No	P	Peter Lavey	Corporate Vice President	A&P Tea Company	Montvale	NJ	201-930-4406	<i>omit</i>	D	1200			1200
No	P	John Guarnieri	Vice President-Warehouse	A. Guarnieri	Warren	OH	216-394-5636						1700
No	P	Rob Guarnieri	Sales Manager	A. Guarnieri Company	Warren	OH	330-494-5636						1700
No	P	Dick Flanagan	CFO	Albert H. Notini & Sons, Inc.	Lowell	MA	408-459-7151		B		105		1100
No	P	David Notini	Vice President	Albert H. Notini & Sons, Inc.	Lowell	MA	408-459-7151		B		105		1100
No	P	Robert Notini, Jr.	President	Albert H. Notini & Sons, Inc.	Lowell	MA	508-454-9183		B		105		1100
No	P	Alex Turchette	CEO	Albert H. Notini & Sons, Inc.	Lowell	MA	408-459-7151		B		105		1100
No	P	Rick Lawlor	Director of C-Store Operations	Amerada Hess Corporation	Woodbridge	NJ							1300
No	P	Robert Bartoli	General Manager	Anchor Cigar & Candy Co.	Youngstown	OH	216-744-4443			1			1700
No	P	William Potvin	President	Auburn Merchandise Distributors	Whitinsville	MA	508-234-9000		A		90		1100
No	P	Ed Krimmer	General Manager	Best Tobacco	Solon	OH	218-951-1944		A				1700
✓ No	P	Steven Rosenthal	President	Bonanza Too LLC	Bronx	NY	718-617-0211		A		84		1200
No	P	Nell Petal	President	Browney Foods	Newton	NJ	201-383-3870			11			1300
No	P	Chick Wilkors	General Manager	C. N. Brown/Big Apple	So. Paris	ME	207-743-9212		A	90			1100
No	P	Michael Auld	Vice President	Certified Oil Company	Columbus	OH	614-421-7500			138			1800
No	P	Randy Emanuelson	VP of Operations & Finance	Charles M. Sledd Co.	Wheeling	WV	304-243-1820		A				1700
No	P	Robert M. Sincovich	Vice President-Sales/Marketing	Charles M. Sledd Company	Wheeling	WV	304-243-1820		A				1700
No	P	Patrick McKeown	Director of Marketing	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150			1100
No	P	Steve Slotter	Controller	Christy's Markets, Inc.	Brockton	MA	508-586-0474						1100
No	P	Dave Goodman	Vice President, Finance	Christy's Markets, Inc.	Brockton	MA	508-586-0474						1100
No	P	Christy Mihos	President & CEO	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150			1100
No	P	John MacDonald	Senior Vice President	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150			1100
No	P	Sal Pulla	Director of Merchandising/Buying	Christy's Markets, Inc.	Brockton	MA	508-586-0474		A	150			1100
No	P	Jack Clemens	President/CEO	Clemens Markets	Kulpsville	PA	215-361-9000		B	15			1300

Invitation Tracking for: Cust Mtg - NESA (G) 6/22/97

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Nat'l Rank	Region
No	P	Wayne Hummel	Region Sr. VP	Coastal Mart, Inc.	Westerville	NJ	609-853-3183		A	173			1300
No	P	Mark Miller	Region Vice President	Coastal Mart, Inc.	Westville	NJ	609-853-3183		B	183		24	1300
No	P	Alex Flato	Vice President-Purchasing	Consolidated Product Services	Irwin	PA	800-245-1695			500			1700
No	P	James M. Sullivan	Vice President-Systems	Consolidated Product Services	Irwin	PA	800-245-1695			500			1700
✓ No	P	Ken Simon	CEO	Consolidated Simon Distributors	Union	NJ	908-687-5800		A		302		1200
✓ No	P	Mark Lefkowitz	Vice President	Consolidated Simon Distributors	Union	NJ	908-687-5800		A		302		1200
✓ No	P	Herb Lefkowitz	President	Consolidated Simon Distributors	Union	NJ	908-687-5800		A				1200
No	P	Al Wiley	President	Country Convenience	Goshen	NY	914-695-1545		C	8			1200
No	P	Jim Kupniewski	Sales Manager	Country Fair	Erie	PA	814-898-1111		A	70		60	1700
No	P	Paul Lewis	Vice President	Country Fair	Erie	PA	814-898-1111		A	70		60	1700
No	P	Tom Soltys	Vice President - Retail Services	GPS, Inc.	Troy	MI	810-680-1940			500			6700
No	P	Gregg Cobb	President	Crystal Flash	Indianapolis	IN	317-879-2849			26			1800
No	P	John Jolivette	Buyer	Crystal Flash	Indianapolis	IN	317-879-2849			26			1800
No	P	Al McKay	Director of Marketing	Cumberland Farms, Inc.	Canton	MA	617-828-4900		A	950	43		1100
No	P	Joe Curry	President	Curry Oil	London	KY	606-864-5119		A	14			1800
No	P	Ned Moore	President/Owner	D. Deodati Wholesale	Philadelphia	PA	215-483-6342						1300
No	P	D. W. Porto	President	D. W. Porto	Middletown	NY	914-344-4271		B	10			1200
No	P	Bob Decker	Purchasing Director	D. W. Porto	Middletown	NY	914-344-4271		B	10			1200
✓ No	P	Bill Gilman	Sales Director	Dairy Barn	East Northport	NY	516-368-8050		B	54			1200
No	P	Rich Frank	Director of Marketing	Dairy Mart Convenience Stores, Inc.	Enfield	CT	860-741-4536		A	900			1100
No	P	Robert Pietrick	Sr. Vice President-Merchandising	Dairy Mart Convenience Stores, Inc.	Enfield	CT	860-741-4536		A	900			1100
No	P	John Derigo	President/Owner	Derigo Sales, Inc.	Buffalo	NY	716-634-7578						1600
No	P	Brent Shay	Vice President	Eby-Brown Company	Indianapolis	IN	317-248-6930						1800
✓ No	P	Tony Siciliano	President	Empire Candy & Tobacco	Pearl River	NY	914-735-2282		A				1200
No	P	Gary Buroker	Vice President - Marketing	Emro Marketing Company	Enon	OH	513-864-3000			1700			1800

06-Nov-96

281842 4732

Sales Area: ALL

Page 2 of 8

Invitation Tracking for: **Cust Mtg - NESA (G)** **6/22/97**

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Voi Rank	Nat'l Rank	Region
No	P	Riad N. Yammine	President & CEO	Emro Marketing Company	Enon	OH	513-864-3000			1700			1800
No	P	Steven J. Kidd	Cigarette Category Manager	Emro Marketing Company	Enon	OH	513-864-3000			1700			1800
No	P	Jeffrey A. Davidson	Vice President-Eastern Division	Emro Marketing Company	Springfield	OH	513-864-3000			1700			1800
No	P	Ed Stephens	Vice President - Operations	Englefield Oil Company	Newark	OH	614-928-0415			95			1800
No	P	William Holsworth	President/CEO	First Natl./Finast Supermarkets	Maple Heights	OH	216-587-7100		B	44		7	1700
No	P	Keith Black	Director of Merchandising	Fleming Foods-Altoona Division	Altoona	PA	814-944-9374		A				1700
No	P	James Lattimer	Division President	Fleming Foods-Altoona Division	Altoona	PA	814-944-9374		A				1700
No	P	Gus Flichia	Owner/CEO	Flichia Wholesale	Columbus	OH	614-471-9900						1800
No	P	Harry Fogelstrom	Director of Operations	Food Bag	Kensington	CT	860-828-4136		A	52			1100
No	P	Mike D'Orlanzio	Director of Sales	Garber Brothers, Inc.	Stoughton	MA	617-341-0800						1100
No	P	John Poulakis	Vice President-Sales	Garber Brothers, Inc.	Stoughton	MA	617-341-0800						1100
No	P	Richard White	President	GasAmerica	Shirley	IN	317-737-6501			46			1800
No	P	John Palmer	Sales Manager	General Equities	Berlin	CT	860-828-5484		A				1100
No	P	Arthur Armstrong	General Manager	General Equities	Berlin	CT	860-828-5484		A				1100
No	P	Charles Genuardi	President	Genuardi Family Markets	Norristown	PA	610-277-6000		A	35			1300
No	P	Thomas Genuardi, Jr.	Vice President	Genuardi Family Markets	Norristown	PA	610-277-6000		A	35			1300
No	P	James Foley	Sales Manager	George Melhado & Company	Sharon	MA	617-784-5550		A		185		1100
No	P	Warren Alberts	President	George Melhado & Company	Sharon	MA	617-784-5550		A		185		1100
No	P	Joe Faccenda	Sr. Vice President-Merch./Mktg.	Giant Eagle Markets	Pittsburgh	PA	412-963-6200		A	131		10	1700
No	P	Joseph Quinn	Buyer	Gibb's O/W Circle K	Chelsea	MA	617-887-3252		A	86			1100
✓ No	P	Jeff O'Connor	Sales Manager	Gilkin Brothers, Inc.	Newark	NJ	908-344-0500		X A A				1200
✓ No	P	Jeffrey Michelson	President	Gilkin Brothers, Inc.	Newark	NJ	201-344-0500						1200
No	P	Siege Norman	General Manager	Goldsmik-Black	Parkersburg	WV	304-295-3341				129		1700
✓ No	P	William Louttit	Executive Vice President & COO	Grand Union Company	Wayne	NJ	201-800-6000	omit	D	226	270	17	1200
No	P	Bob Greeno	Regional Manager	Greeno Enterprise	Pasadena	MD	410-255-0561			15			1300

Invitation Tracking for:

Cust Mtg - NESA (G)

6/22/97

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Natl Rank	Region
✓ No	P	Ed Berro	President	Harold Levinson & Associates	Hicksville	NY	516-822-0068		A		34		1200
✓ No	P	Barry Feldman	Vice President	Harold Levinson & Associates	Hicksville	NY	516-822-0068		A	100	34		1200
No	P	Wilfred L. Iandoli	President & CEO	Honey Farms, Inc.	Worcester	MA	508-753-7678		B	37			1100
No	P	Joe Gatta	President/Owner	J. Gatta & Sons	Philadelphia	PA	215-462-6323						1300
No	P	Steve Martin	Vice President-Finance	J. Polep Distribution Services	Chicopee	MA	413-592-4141		A	77			1100
✓ No	P	Mike Maalen	Sales Manager	Joseph H. Stomel	Hempstead	NY	516-231-1852		A		22		1200
No	P	Tom Basehore	Vice President-Sales & Marketing	Joseph H. Stomel & Sons	West Berlin	NJ	609-768-9772					22	1300
No	P	Rich Holmes	Dir. Key Accounts Rep.	Joseph H. Stomel & Sons	Mansfield	MA	508-261-9200					22	1300
No	P	Steve Monaco	Director of Marketing	Joseph H. Stomel & Sons	Medfield	MA	508-261-9200		A				1100
No	P	Drew Hattisburg	Division Manager	Joseph H. Stomel & Sons	Mansfield	MA	508-261-9200		A		22		1100
No	P	Larry Honeycutt	Vice President-Operations	Jr. Food Stores, Inc.	Bowling Green	KY	502-781-3378		A	51			1800
No	P	Gregg T. Wellinghoff	Owner/CEO	Kellison-Dayton Company	Dayton	OH	513-236-1070						1800
✓ No	P	Bernard Kennedy	President & CEO	King Kullen Grocery Co., Inc.	Westbury	NY	516-333-7100	<i>Omit</i>	C	45			1200
No	P	Gary F. Myers	President	Koccolene Oil Corporation	Seymour	IN	812-522-2224			62			1800
No	P	Theodore Engel	President	Kroger Co. (Central KMA)	Indianapolis	IN	317-579-8333			122			1800
No	P	William Parker	President - Columbus	Kroger Co. (Columbus KMA)	Westerville	OH	614-898-3201			100			1800
No	P	Bruce Lucia	Vice President - Merchandising	Kroger Co. (Columbus KMA)	Westerville	OH	614-898-3201			100			1800
No	P	John Hackett	President, Kroger Marketing	Kroger Company	Louisville	KY	502-423-4901		A	86			1800
No	P	Thomas K. Zucca	Exec. Vice President/General Man	L. J. Zucca Inc.	Vineland	NJ	609-692-7425				290		1300
No	P	Charles Leffler	Sales Manager	L. J. Zucca, Inc.	Vineland	NJ	609-692-7425						
No	P	Peter Lesco	President	Lesco Distributors	Mattapoisett	MA	508-758-4506		B	407			1100
No	P	Mark Lyden	Vice President	Lyden Company	Youngstown	OH	330-792-1100		A	90			1700
No	P	J. Louis Frank	Executive Vice President	Marathon Oil Company	Houston	TX				1700			5800
No	P	Richard Shind	General Manager	Mark's Wholesale	Cambridge	MA	617-354-3200						1600
No	P	Ted Varner	President	Marsh Village Pantry	Richmond	IN	317-962-8521						1800

06-Nov-96

51842 4734

Sales Area: ALL

Page 4 of 8

Invitation Tracking for:
Cust Mtg - NESA (G)
6/22/97

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Nat'l Rank	Region
No	P	Max Arnold	Owner	Max Fuel	Hopkinsville	KY	502-885-7007		A	13			1800
No	P	Bill Walker	Vice President-Merchandising	McLane	Nicholasville	KY	800-457-2561				1		1800
No	P	Don Despot	President	McLane - Cumberland	Nicholasville	KY	800-457-2561				1		1800
No	P	Howard Quoss	President	McLane Northeast	Baldwinsville	NY	315-638-7500						1600
No	P	Bob Moore	Vice President	McLane Northeast	Baldwinsville	NY	315-638-7500						1600
No	P	Chuck Clayton	Director	Merit Oil Company	Haverford	PA	610-527-7900		A	172		39	1300
✓ No	P	George Steinenger	Vice President	Merit Oil Company	Bethpage	NY	516-731-4100		A	56			1200
No	P	Mark Russell	Senior Buyer	MGI	Parma	OH	216-265-7400		A	42			1700
No	P	Dennis Reilly	President	Mid-Valley Oil Company, Inc.	Newburgh	NY	914-561-4019		A	65			1600
No	P	Dennis Ryley	President	Mid-Valley Oil Company, Inc.	Newburgh	NY	914-561-4019		A	65			1600
✓ No	P	Sandy Katz	Owner/President	Middlesex Tobacco	Perth Amboy	NJ	908-442-2230		A				1200
No	P	Wayne Jones	Vice President/General Manager	Miller & Hartman Companies, Inc.	Leitchfield	KY	502-259-9341		A				1800
No	P	John Brown, III	President & CEO	Miller & Hartman Companies, Inc.	Lancaster	PA	717-397-8261		A		19		1300
No	P	J. Mirabito	Owner	Mirabito/Quickway	Sydney	NY				41			1600
No	P	Bill Ray	President	Modern Distributing Company, Inc.	Somerset	KY	606-679-1176				98		1800
No	P	Steve Shaer	Vice President	Mutual Oil	Brockton	MA	508-583-5777		A	25			1100
No	P	Luis Morales	Director-Retail Operations	Mutual Oil	Brockton	MA	508-583-5777		A	25			1100
No	P	John MacDougall	President/CEO	Nice-N-Easy Grocery Shoppes, Inc.	Canastota	NY	315-697-2287			25			1600
No	P	Roy Flood	President	P & C Food Markets	Syracuse	NY	315-457-9460			69			1600
No	P	Dave Swartz	President	Phar Mor	Youngstown	OH	330-746-6641		A	103			1700
No	P	Robert Haft	CEO	Phar Mor	Youngstown	OH	330-746-6641		A	103			1700
No	P	Warren Jeffries	Sr. VP Operations	Phar Mor	Youngstown	OH	330-746-6641		A	103			1700
No	P	Paul Auger	Vice President - Operations	Pine State Tobacco & Candy Co.	Augusta	ME	207-622-3741		A	52	100		1100
No	P	Keith Canning	Sales Manager	Pine State Tobacco & Candy Co.	Augusta	ME	207-622-3741		A	52	100		1100
No	P	Alan Fontaine	Vice President Marketing	Pine State Tobacco & Candy Co.	Augusta	ME	207-622-3741		A	52	100		1100

Invitation Tracking for: **Cust Mtg - NESA (G)** **6/22/97**

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Nat'l Rank	Region
No	P	Gena Canning	Key Accounts Manager	Pine State Tobacco & Candy Co.	Augusta	ME	207-622-3741		A	52	100		1100
No	P	John MacCurtain	President	Power Buying Dealers-East	Marlborough	MA				350			
No	P	Amer Odeh	Purchasing & Merchandising Dire	Power Buying Dealers-Midwest	Oakbrook	IL	708-954-2170						6200
✓ No	P	Robert N. Page	President	Quick Chek Food Stores, Inc.	Whitehouse Stati	NJ	908-534-2200		A	100			1200
✓ No	P	Philip Basell	Director, Non-Perishable Sales &	Quick Chek Food Stores, Inc.	Whitehouse Stati	NJ	908-534-2200		A	100			1200
✓ No	P	Dean C. Durling	Vice Chairman	Quick Chek Food Stores, Inc.	Whitehouse Stati	NJ	908-534-2200		A	100			1200
No	P	Dick Redner	President	Redner's Markets Inc.	Reading	PA	610-926-3700		A	28			1700
No	P	Kevin Snyder	Executive Vice President	Redners	Reading	PA	610-926-3700						1700
No	P	Jay Ross	Vice President-Merchandising	Revco	Twinsburg	OH	216-425-9811		B	2204	38	1	1700
No	P	Carl Bellini	Exec. VP of Stores/Marketing	Revco	Twinsburg	OH	216-425-9811		B	2204	38		1700
No	P	Tim Rice	President	Rice Oil	Greenfield	MA	413-772-0227		A	13			1300
No	P	Larry Ammons	President	Riverside Bi-Lo Foods	Dubois	PA	814-375-2806		A	94	69		1700
No	P	Scott Hartman	Vice President-Operations	Rutter's Farm Stores	York	PA	717-848-9827		A	54			1700
No	P	Stewart E. Hartman, Jr.	President	Rutter's Farm Stores	York	PA	717-848-9827		A	54			1700
No	P	Jody Pierce	President	Sav-A-Step	Clarksville	IN	812-945-3096		A	34			1800
No	P	Tony Truesdale	Director Grocery	Shaw's Supermarkets	E. Bridgewater	MA	508-378-3020						1100
No	P	Charlie Sheetz	Vice President-Human Resources	Sheetz, Inc.	Altoona	PA	814-946-5212		A	184		10	1700
No	P	Louie Sheetz	Vice President, Marketing	Sheetz, Inc.	Altoona	PA	814-946-3511		A	184		10	1700
No	P	Dave Hazelet	Director-Marketing	Sheetz, Inc.	Altoona	PA	814-941-5241						1700
✓ No	P	Kenneth Capano	President	Shop-Rite Supermarkets	Edison	NJ	908-417-0850		A	28			1200
No	P	Greg Jeffers	Coordinator of Merch. Atlantic Re	StarEnterprise - Atlantic	Moorestown	NJ	609-866-3308		A	116		27	1300
No	P	Frank Bellavia	Vice President-Operations	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691			94			1600
No	P	Paul Wells	Sales Manager	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691			94			1600
No	P	Kevin Fox	President	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691			94			1600
No	P	Rick Sloan	Director of Marketing	Sun Company, Inc.	Philadelphia	PA	215-977-3000		A	725		18	1300

Invitation Tracking for: Cust Mtg - NESA (G) 6/22/97

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Nat'l Rank	Region
No	P	Lee Easton	Vice President-Sales & Merchand	Super Fresh Food Markets	Florence	NJ	609-499-3900		A				1300
No	P	Christopher Brown	Sr. Executive Vice President	Super Rite Foods	Harrisburg	PA	717-232-6821						1700
No	P	William Harrison	CEO	Taylor Drug	Louisville	KY	502-454-5642			34			1800
No	P	Charlie Fitzgibbons	Vice President	Tedeschi Food Shops, Inc.	Rockland	MA	617-878-8210		A	134			1100
No	P	Ron Bowers	President	The Pantry, Inc.	Clarksburg	WV	302-624-4000		A	27			1700
No	P	Bob Eddy	Sr. Category Manager	The Store 24, Inc.	Waltham	MA	617-891-8880			110			1100
No	P	Dave Tanilli		Thrift Drug Company	Pittsburgh	PA	412-967-8337			800			1700
No	P	David Han	President	Triple C Wholesale	Baltimore	MD	410-889-5788				213		1300
No	P	David R. Cook	President	Turkey Hill Minit Markets, A Dillon Company	Lancaster	PA	717-299-8908		A	222			1300
✓ No	P	Gary Hillard	Vice President	Twin County Grocers	Edison	NJ	908-287-4600		B	75	317		1200
✓ No	P	Jim McGuire	Vice President-Store Operations	Twin County Grocers	Edison	NJ	980-287-4600		A	75	317		1200
✓ No	P	John Durkin	Vice President-Store Operations	Twin County Grocers/Food Town	Edison	NJ	908-287-4600		B	75			1200
No	P	Paul Pinther	General Manager-Marketing	Ultramar, Inc./Beacon Oil Co.	Hanford	CA	209-583-3155		A	160		49	5100
No	P	Paul Rankin	Assistant Vice President-Marketing	United Refining Co. of Pa	Warren	PA	814-726-4829			343			1600
No	P	Larry Paolotta	Sales Manager	United Wholesale	Philadelphia	PA	215-335-1020				263		1300
No	P	John Deodati	President/Owner	United Wholesale	Philadelphia	PA	215-335-1020				263		1300
✓ No	P	Peter Pastorelli	President	Value Drugs	College Point	NY	718-939-0994		D	10			1200
No	P	Gene Baker	Director of Merchandising	Verona Oil	Roscoe	NY	607-498-4141			25			1600
✓ No	P	Perry Sumas	President	Village Supermarkets, Inc.	Springfield	NJ	201-467-2200		A	26			1200
✓ No	P	Jim Sumas	Chairman of the Board	Village Supermarkets, Inc.	Springfield	NJ	201-467-2200		A	26			1200
No	P	Nick Mastorides	Director of Operations	VIX Drugs	Williamsville	NY	716-635-5000			11			1800
No	P	Greg Schrand	President	Waco Oil	Covington	KY	606-581-9226		A	20			1800
✓ No	P	Loren Weinstein	Vice President	Wakefern Food Corporation	Jamesburg	NJ	908-521-8433		A	180	133		1200
✓ No	P	Howard Fruterman	Sr. Vice President, Non-Perishabl	Wakefern Food Corporation	Elizabeth	NJ	908-527-3300		A	180	133		1200
No	P	Jim Vaughn	Vice President	Walker Oil	Nottingham	PA	610-932-8524		A	15			1300

Invitation Tracking for:
Cust Mtg - NESA (G)
6/22/97

Invited	Accepted	Name	Title	Company	City	State	Phone	Guest	Priority	Stores	Vol Rank	Nat'l Rank	Region
No	P	Phil Robinson	President	Walker Oil	Nottingham	PA	610-932-8524		A	15			1300
No	P	Howard Stoeckel	Executive Vice President	Wawa, Inc.	Wawa	PA	610-358-8034		A	525	27		1300
No	P	Paul Stuart	Category Manager	Wegman's Food Markets, Inc.	Rochester	NY	716-464-4769			50			1600
No	P	Bill Blakely	Business Unit Group Manager	Wegman's Food Markets, Inc.	Rochester	NY	716-464-4735			50			1600
No	P	Dave Probie	President	Xtra Mart Convenience Stores	N. Grosvenordale	CT	860-974-1400		A	50			1100
No	P	Frank Feeney	Vice President-Purchasing	Xtra Mart Convenience Stores	N. Grosvenordale	CT	860-974-1400		A	190			1100
No	P	Paul Samar	Director-Marketing	Xtra Mart Convenience Stores	N. Grosvenordale	CT	860-974-1400		A	50			1100